



The SUPPORT CENTER

Your Partner in Small Business Growth

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President/CEO

www.thesupportcenter-nc.org

VISION

To create economic opportunity for all people.

MISSION

To foster economic development in underserved communities by providing capital, business services, and policy research to support small businesses.

PROGRAMS

Small Business Lending • Training & Technical Assistance •
Policy & Research

SMALL BUSINESSES IN NC

“Main Street” small businesses are economic drivers.

- 96% of employer firms have fewer than 100 employees.
- Homegrown & startup businesses create the majority of jobs in the state.
- Local small businesses are suppliers and contractors to larger businesses.
- “Main Street” businesses create community wealth.

SMALL BUSINESSES LENDING IN NC

Access to capital remains a top challenge.

- Bank small business lending decreased 47% from 2003 to 2013.
- Only 50% of businesses applying for credit receive sufficient financing.
- Businesses seeking smaller loans face most significant challenges accessing capital
- Lack of financing and/or shortfall hinders business growth, increases financial insecurity, and delays or prevents job creation

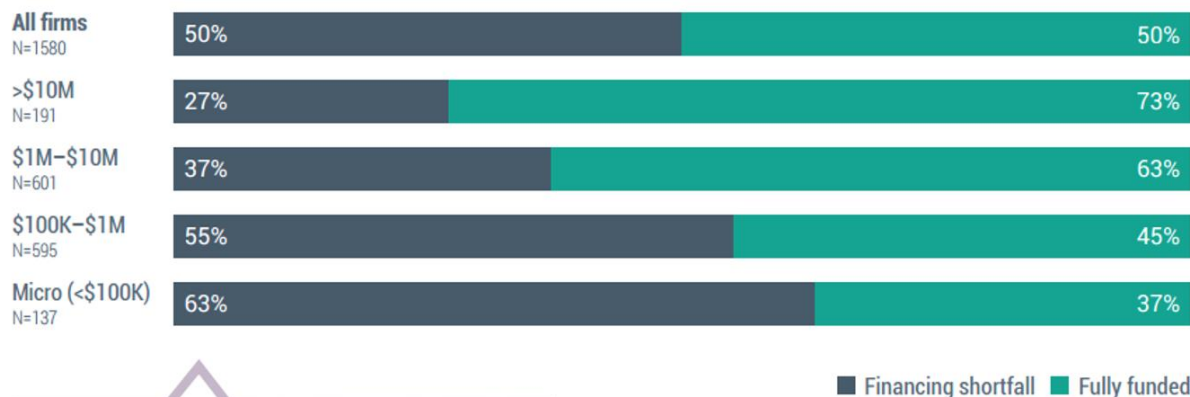
SMALL BUSINESSES CREDIT SURVEY

FINANCING SHORTFALLS



50% of applicants had a financing shortfall, meaning they received less financing than the amount sought.

APPLICATION OUTCOMES BY SIZE OF FIRM (% of applicants)



Microbusinesses had the largest unmet need.

Conducted by: Federal Reserve Banks of New York, Atlanta, Boston, Cleveland, Philadelphia, Richmond & St. Louis



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MAIN STREET CAPITAL CHALLENGES

Four major challenges in accessing capital

- Collateral valued lower since recession
- Credit difficulties
- Unable to qualify under new standards
- Especially difficult for start-ups

Lending gap persists between \$50,000 and \$250,000

TSC SMALL BUSINESS LENDING

We respond to a **critical lending need** for startups and existing small businesses in North Carolina

We provide the **opportunity** for small businesses to succeed.

DIRECT LENDING PORTFOLIO

381 loans, totaling \$27.4 million since 2010

1,018 jobs created or maintained

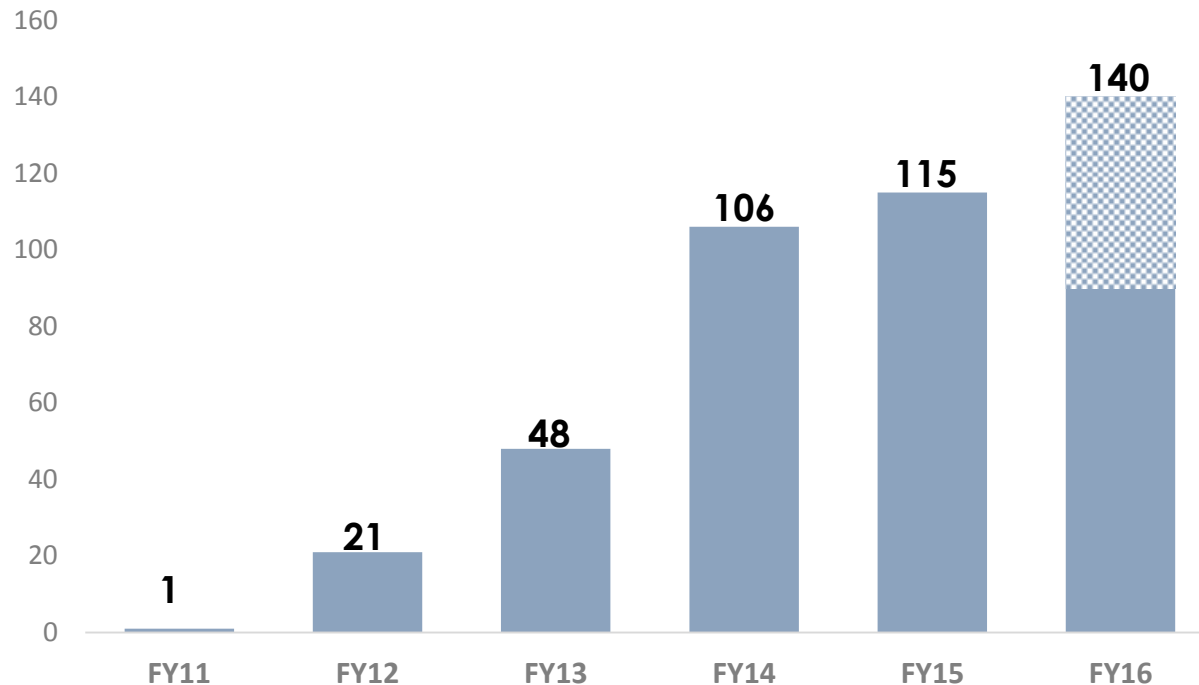
INDUSTRIES SERVED:

| | |
|---------------|-------|
| Service | 38.6% |
| Restaurant | 16.2% |
| Retail | 13.8% |
| Construction | 8.4% |
| Manufacturing | 6.0% |
| Trucking | 4.4% |
| Agribusiness | 3.9% |
| Bakery | 2.5% |
| Hair Salon | 2.4% |
| Other | 3.6% |



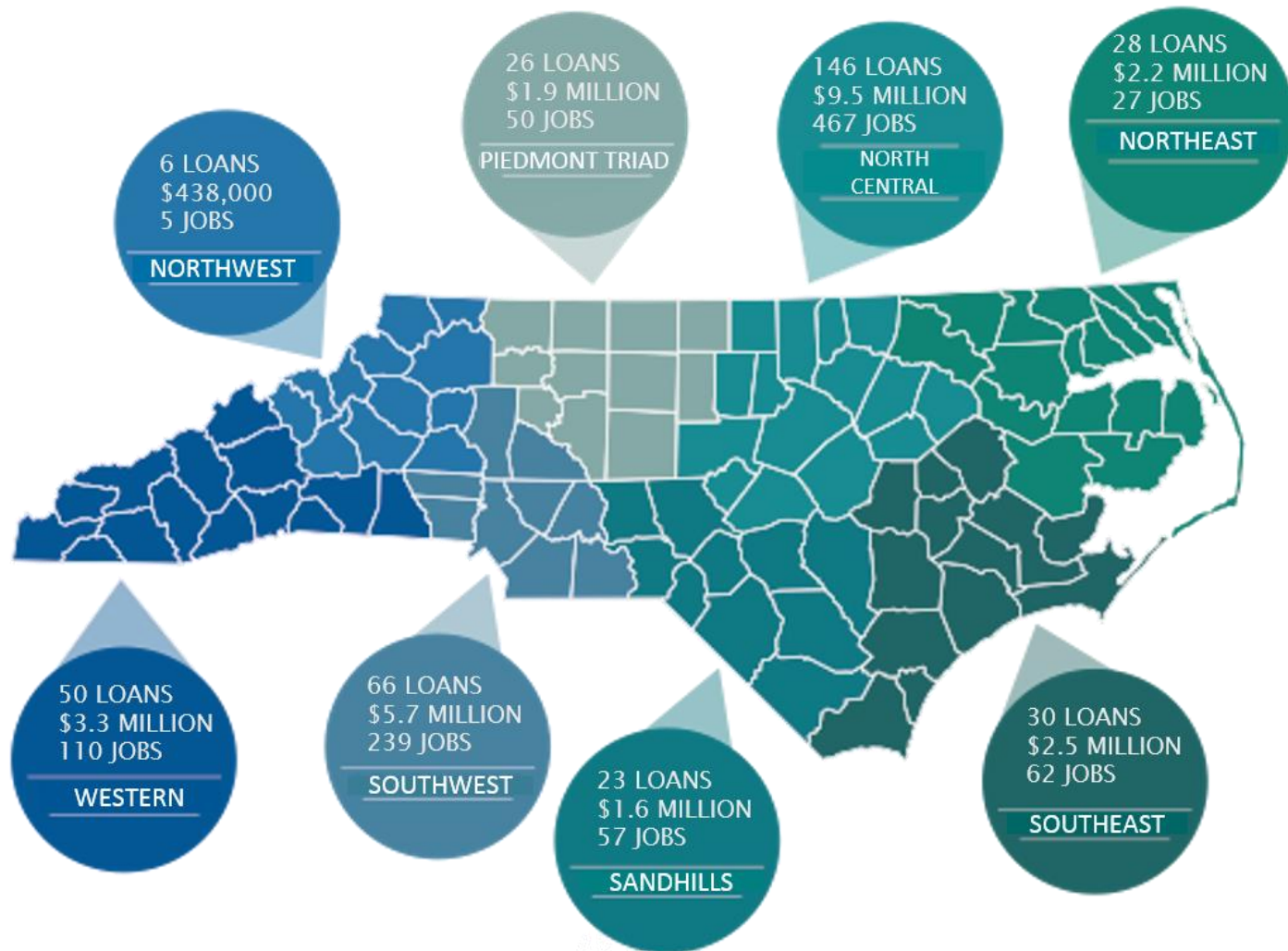
DIRECT LENDING PORTFOLIO

TSC Loans Closed FY2011 - FY2016

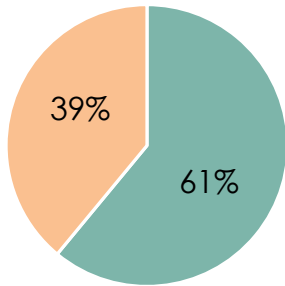


Demand for small business loans is strong

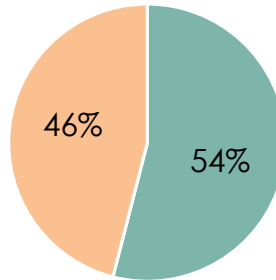
DIRECT LENDING PORTFOLIO



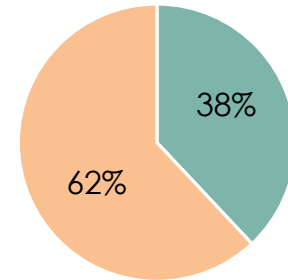
TSC BORROWERS



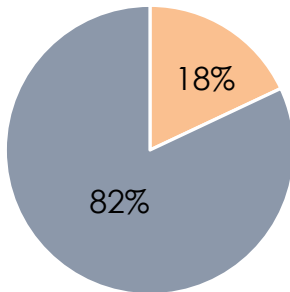
61% Urban / 39% Rural



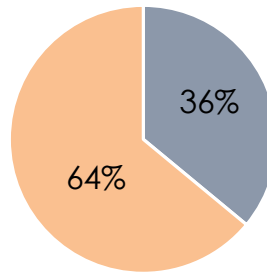
54% Minority-Owned



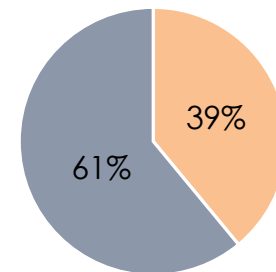
38% Women-Owned



18% Veteran-Owned



36% Low-Income



39% Startup



WESTERN WOMEN'S BUSINESS CENTER AT THE SUPPORT CENTER

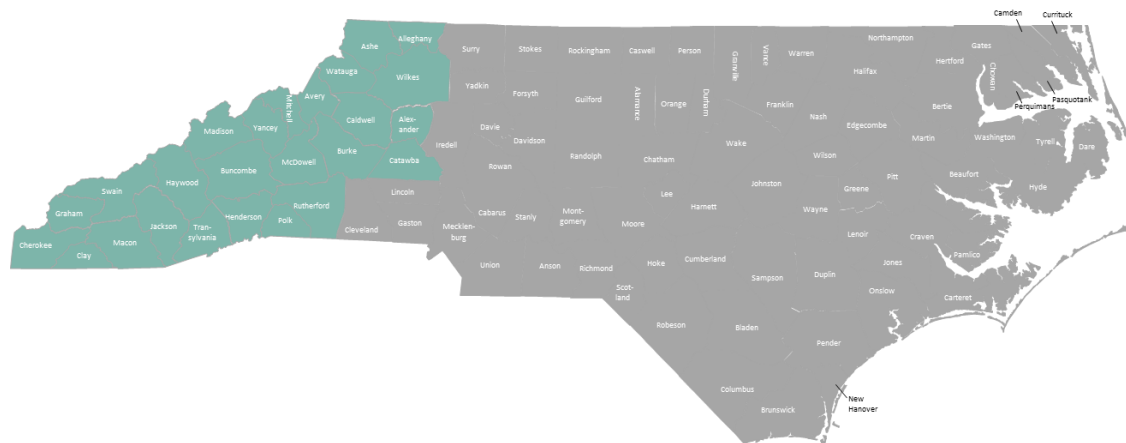
Supporting Entrepreneurial Women in Business

Technical assistance for business owners

Workshops and training sessions

Business coaching for small business owners

Lending to small business owners



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NC SMALL BUSINESS DEVELOPMENT

“Main Street” needs to be an integral part of state economic development.

1. Establish a state revolving loan fund for small business lending.
2. Pilot a state small business guaranteed lending program.
3. Establish a Business Development Corporation for traditional lenders to invest in small business lending.

WE MAKE

LOANS

TO SUPPORT LOCAL SMALL BUSINESSES



THESE BUSINESSES

CREATE JOBS

FOR HUNDREDS OF WORKERS



THESE WORKERS

REINVEST

IN THEIR LOCAL ECONOMY

They buy goods & services



They pay taxes



They save for the future



ALL OF THIS ACTIVITY

STRENGTHENS

OUR COMMUNITIES & CREATES A
HEALTHY & RESILIENT NC ECONOMY